



THE IVY NETWORK CORPORATION

242 - A YALE STATION • NEW HAVEN, CONN. 06520 • (203) 787-0711

S. L. MAIER
PRESIDENT

MARK J. HOFFMAN
SECRETARY - TREASURER

June 13th, 1971

Mr. Jeff Fannon
Campus Media, Inc.
165 West 46th Street
New York, New York

Dear Jeff:

Things have come to a pretty pass -- as I'm sure you know. Frankly, what it boils down to is that we're out a lot of money.

You are probably aware that we here in New Haven pay our stations threetimes a year for all they've run -- regardless of our ability to collect within that same period. We consider this essential to good business relations -- especially with small, vulnerable stations staffed by part-timers. But of course you know all this.

You can see that if we continue to pay stations, but not collect, we end up out money. While there is some provision made for this in our corporate set-up, we do anticipate eventual collection to cover us. At present, Campus is way behind. Way Behind.

Acting after consultation with the Board of Directors, I've taken the following irreversible steps.

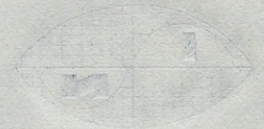
- 1) Our present "Gentlemen's Agreement" is terminated. We can accept nothing else from you. You do not represent us at the moment.
- 2) We will be sending you a new contract for your perusal. The essence of it will be that Campus may sell for us at a fixed commission, but may not bill for us. We will do all further billing. Campus will only sell. We will work directly with agencies on collection, and will then pay Campus within 20 days. If we lose business, we lose business. If you don't sign, you lose business. We are not in a position to quibble.
- 3) We have retained a New York lawyer to investigate the issue of back-payments. He will deal with the companies and agencies that owe us money. Perhaps we'll all get some service, then. He will contact you directly after he finishes that work, and consultation with our lawyer here.

WHERE FUTURE AMERICA LISTENS AND LEARNS:

| | | | |
|-------------------------|---------------------|-----------------|-----------------------|
| BROWN: WBRU | COLUMBIA: WKCR | CORNELL: WVBR | HARVARD: WHRB |
| DARTMOUTH: WDCR | PENNSYLVANIA: WXPB | PRINCETON: WPRB | YALE: WYBC |
| WESLEYAN: WESU | UNION COLLEGE: WRUC | MIT: WTBS | WILLIAMS COLLEGE: WMS |
| BOSTON UNIVERSITY: WTBU | LEHIGH: WLRN | RUTGERS: WRSU | BOSTON COLLEGE: WVBC |

AND AFFILIATED STATIONS

THE INK NETWORK CORPORATION



MEMORANDUM

DATE: 10/12/71

TO: Mr. [Name]

FROM: Mr. [Name]
100 West 42nd Street
New York, New York 10018

Re: [Subject]

For information of the Board, I have reviewed the report of the [Name] regarding the [Subject]. The report indicates that the [Subject] is a [Description]. It is recommended that the Board take the following action: [Action].

It is noted that the [Subject] is a [Description]. The Board is requested to consider the following: [List of items].

The following information is being provided for your information: [Information].

1) The [Subject] is a [Description]. It is recommended that the Board take the following action: [Action].

2) The [Subject] is a [Description]. It is recommended that the Board take the following action: [Action].

3) The [Subject] is a [Description]. It is recommended that the Board take the following action: [Action].

4) The [Subject] is a [Description]. It is recommended that the Board take the following action: [Action].



4) If any irregularity is discovered, we will then bring suit against any and all agents responsible. I hope to recover monies owed to all Network stations, their FM affiliates, and several others out of Ivy. As our legal budget is just a few thousand dollars, and only one lawyer is giving us a "deal", I hope not to have to pursue this step further.

visited

5) I have personally[^] with each of our Eastern clients to inform them of this situation. I would hate any of our "smooth" clients to get entangled in this.

I hope you understand our reasons and sympathize with us. I cannot allow the Network to continue to function as it has in the past. I am also extremely upset by the screwing that individual stations have gotten, and am willing to commit whatever resources we have to dealing with it.

I cannot empasize how upset I was to find out that this situation is widespread. In a business that is essentially friendly, it escapes me how so much ill-will could be generated. The number of people in the Network that want harsh action is fantastic; stations outside the Network are worse, and anxious to get into the fray. Luckily for all of us, they don't have the time or money to take independent action.

At any rate, I trust we can get this settled over the summer. I'll be out of town, but Mark and both lawyers will be working with you to close it out.

Sincerely,

S.L. Maier

SLM:kk
cc: MJH
DKS
KG
GS



I am very sorry that I cannot
give you the information you
want. I have been very busy
and have not had time to
look into this matter. I will
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